

## Message Text

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PAGE 01 PORT A 00339 271753Z  
ACTION EB-08

INFO OCT-01 ARA-14 ISO-00 XMB-04 AID-05 CIAE-00 FRB-01  
INR-07 NSAE-00 USIA-15 TRSE-00 OPIC-06 SP-02  
LAB-04 SIL-01 OMB-01 SS-15 NSC-05 /089 W  
-----060167 280649Z /10

R 271646Z JAN 78  
FM AMEMBASSY PORT AU PRINCE  
TO SECSTATE WASHDC 7368  
INFO USDOC WASHDC

UNCLAS PORT AU PRINCE 0339

E.O. 11652: N/A  
TAGS: EGEN, HA  
SUBJ: FINANCING U.S. EXPORTS TO HAITI

REF: A. 77 PORT AU PRINCE 2231, B. 77 STATE 161992

1. VISITING AMERICAN BUSINESSMEN CONTINUE TO COMPLAIN THAT THE LACK OF EXIM/FCIA INCENTIVES IS COSTING THEM POTENTIAL SALES IN HAITI. FORD OFFICIALS, FOR EXAMPLE, REPORT THAT THEY ARE UNABLE TO GET ANY EXIM/FCIA PROGRAM FOR THEIR EXPORTS TO HAITI AND THIS HAS BEEN A MAJOR FACTOR IN THE STEADY MARKET ENCROACHMENT BY JAPANESE MOTOR VEHICLE MANUFACTURERS.

2. THE EMBASSY APPRECIATED EXIM'S THOROUGH EXPOSITION OF THE PROBLEMS ASSOCIATED WITH THE LARGE DEVELOPMENT PROJECTS FINANCED FOR THE GOH IN THE 1940'S. HAITI'S REPAYMENT RECORD ON THESE LOANS AND OTHER LOANS OF THAT PERIOD HAS BEEN POOR AND THE EMBASSY WOULD NOT FAVOR EXIM TAKING A LEADING ROLE IN LARGE GOVERNMENT DEVELOPMENT PROJECTS. HOWEVER, THE PAYMENT RECORD ESTABLISHED BY HAITIAN COMMERCIAL COMPANIES HAS BEEN QUITE ACCEPTABLE FOR MORE THAN A DECADE.

3. AS ECONOMIC ACTIVITY CONTINUES TO QUICKEN, WE SHOULD CONSIDER THE STEPS NECESSARY TO MINTAIN A LARGE SHARE OF HAITI'S MARKETS.  
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WE EXPECT THE MARKET FOR TRUCKS AND CONSTRUCTION TO CONTINUE GROWING AS NEW CONSTRUCTION PROGRAMS ARE FINANCED BY INTERNATIONAL DONORS. THE EMBASSY WOULD APPRECIATE KNOWING IF THERE ARE ANY EXIM/FCIA PROGRAMS WHICH MIGHT HELP MAKE U.S. EXPORTS TO HAITI MORE COMPETITIVE.  
JONES

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** EXPORTS, POLICIES, CREDIT, LOANS  
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**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition History:** n/a  
**Disposition Reason:**  
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**Executive Order:** N/A  
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**Expiration:**  
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**TAGS:** EGEN, HA  
**To:** STATE  
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**Review Markings:**  
Sheryl P. Walter  
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